

August 22, 2013

Mr. Paul Kelley
Director
Racing and Charitable Gaming Commission
57 Regional Drive, Suite 3
Concord, NH 03301

Mr. Kelley:

We'd like to start by saying thank you for hosting the bingo workshops. They have been interesting and informative. We have some observations for your consideration.

- 1) Regarding signatures on the monthly reports: could there be a signature card like banks have for checks? As you heard at the first workshop, it is not always feasible for charities to have two specified people signing the reports. For many statewide charities that do bingo, officers able to sign can often be several hours away, so having alternates would be very helpful.
- 2) Bingo callers can make or break the games and the customer base. Ticket sellers and "control people" can make or break the profit line. Charities need to have people who know what they are doing, but often cannot find the right people from their membership list. Being able to hire people would foster better bingo games and therefore better results for charities. Perhaps allowing for a paid stipend for each position would be appropriate.
- 3) We believe that if lucky 7 tickets were sold at poker games, etc, this would be detrimental to bingo. While it is true that bingo players and poker players are different kinds of customers, allowing lucky 7 tickets at bingo games exclusively ensures that the charities have something to offer that no one else does. And if card rooms can sell them, what will be the next step? If the casino happens, how will anyone be able to say that they can't sell them too?
- 4) Currently the Lucky 7 rules state that "the percentage of payback to the player is at least 45 percent of the gross revenues for the deal" (Pari 1112.06 Pursuant to RSA 287-E:20,IV). However the current average payback is approximately 73 percent and there is no cap. Perhaps there should be a maximum, as well as a minimum percentage for profit to the organizations.
- 5) Many charities, and especially veterans groups, rely heavily on bingo and/or lucky 7 sales to keep their doors open so that they may carry out their missions of service to others. It seems that unless bingo is protected and supported, many organizations are going to be either regulated out of business or unable to compete with the up and coming card rooms and casinos, who seem to be gaining more advantages over non-profits very rapidly.

Mr. Pat Kelley
August 22, 2013
Page 2 of 2

- 6) One last thought would be to increase the tax amount on winner-take-all games from 7% to 10%, benefitting both the charities and the state.

Thank you again for opening these discussions. Please let us know what you think of our ideas listed here. We look forward to the next workshop and hope that all of our efforts will be for the good of all who work so hard to make charitable gaming possible.

Sincerely,

✓ Steve Wade
Executive Director
Brain Injury Association of NH

✓ Dee Sleeper
Bingo Chair
Brain Injury Association Bingo